



**Massachusetts
ADVANCED MANUFACTURING
SUMMIT 2013**



Steve Cleary
Vice President and Chief Procurement Officer
Global Supply Chain Management
EMC Corporation

June 20, 2013



About EMC



EMC Corporation is a global leader in enabling businesses and service providers to transform their operations and deliver IT as a service.

Fundamental to this transformation is cloud computing.

Through innovative products and services, EMC accelerates the journey to cloud computing, helping IT departments to store, manage, protect, and analyze their most valuable asset—information—in a more agile, trusted, and cost-efficient way.

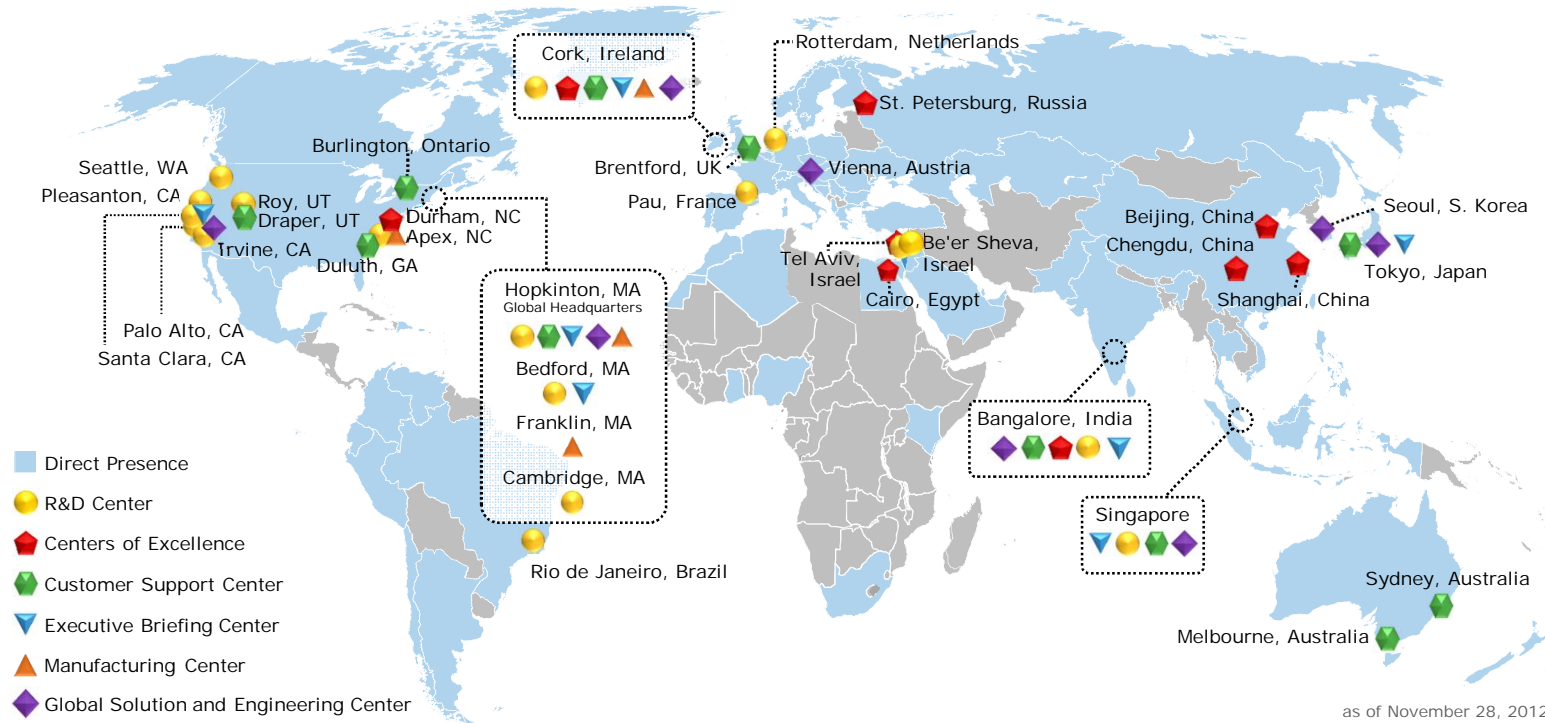




Brands	EMC, VMware, RSA
Fortune 500 Rank (2011 revenues)	139
Barron's 500 Rank (2011 performance)	12
Revenues	\$21.7B
Cash and Investments (12/31/12)	\$11.4B
Market Value (2/6/13)	\$52.5B
Employees in 86 countries	60,000
Years in operation	34

Our Global Presence

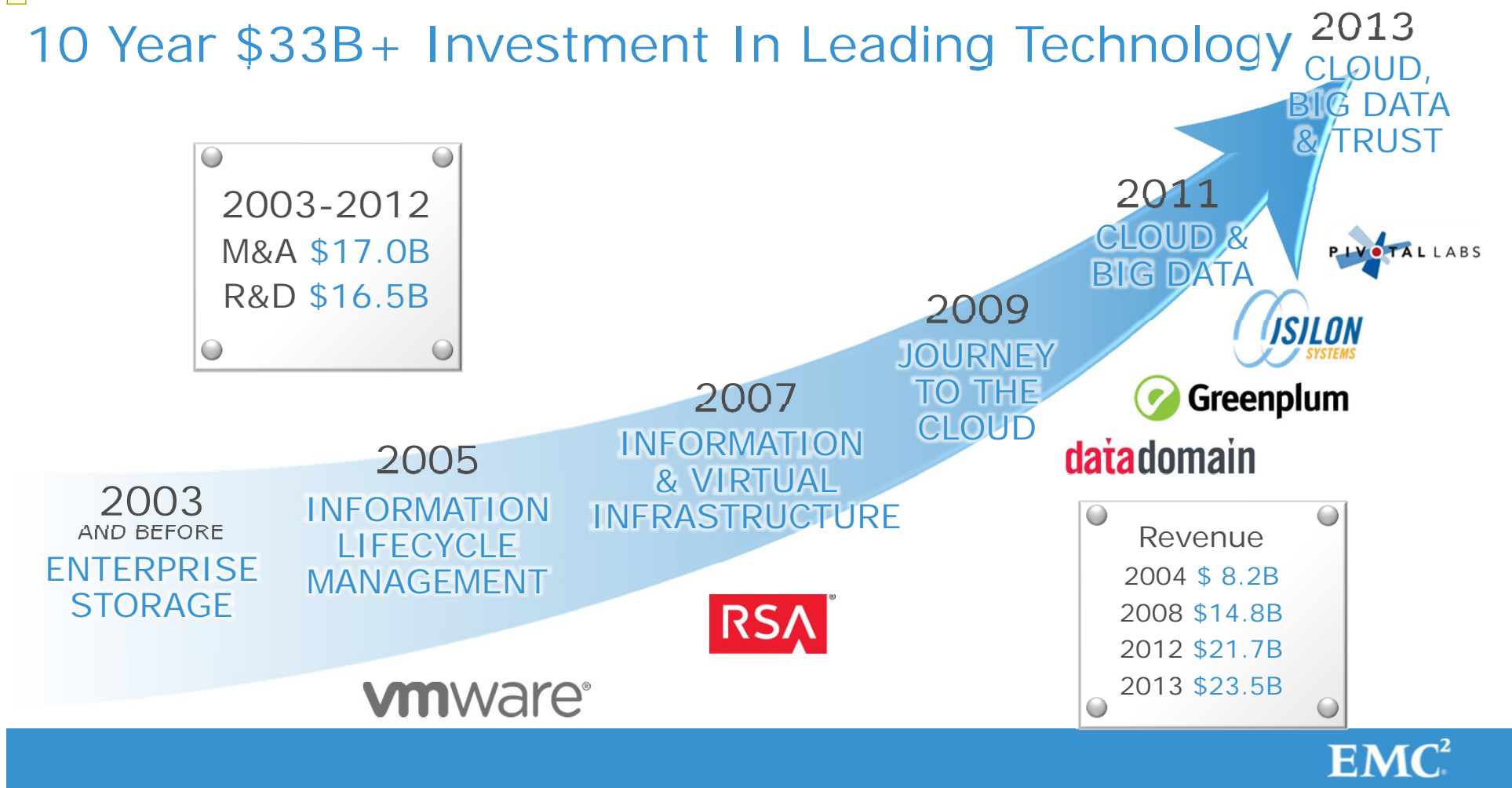
60,000 People Across 86 Countries



as of November 28, 2012

1

10 Year \$33B+ Investment In Leading Technology



Slide 5

1

Is It \$30BN Over 10 years ?

Need to check all the numnbers

Jeremy Burton, 2/13/2013

EMC Platforms

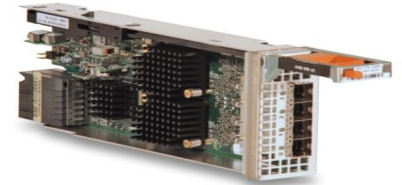
Storage Processor Enclosure



Disk Processor Enclosure



Small IO Card



Disk Array Enclosure



Servers



EMC Systems

- Platforms are configured into multiple systems
- Supporting 7 divisions



EMC



Global Product Operations & Global Supply Chain Management

Global Product Operations

3400 Employees

700 Engineers
in 10 Countries

600+ Suppliers

25 Languages are
spoken across GPO

Any Product

Any Place

Any Time

EMC²

EMC's Manufacturing Site Profile



Franklin, MA



Cork, Ireland



Apex, NC



3rd Party Integrators
Appliance Products



Contract Manufacturing Partners
USA / Brazil / China / Europe

EMC Manufacturing Footprint & Headcount



Apex
North Carolina
USA

388,000

633



Cork
Ireland

344,123

650



Franklin
Massachusetts
USA

490,000

630

Global Supply Chain Management

Our mission is to support EMC's business strategy by developing and managing a sustainable supply base that enhances our competitiveness and contributes to the success of our customers.

We will accomplish this with a relentless focus on

- A commitment to continuously evaluate, innovate and improve the performance of our supply chain with the goal of optimizing total end to end costs for EMC
- Early involvement with technology development and leadership on supplier selection
- By developing and applying Global SCM processes that drive synergies and leverage across divisions while supporting EMC's business units

What are we asking our suppliers to do...(DO MORE)

Partners Must Innovate to Differentiate

- Transform to move up the Value Chain
- Provide us with global and market perspectives
- Promote EMC's vision and help us build out the cloud together
- Engage with Engineering & Supply Chain on a proactive basis
- Do not wait for EMC to ask for innovation...PUSH US
- Align priorities, resources, focus & expertise with EMC's business goals and strategies
- Display transparency at all time on all subjects
- Support and drive a socially & environmentally responsible supply chain
- Quality, Quality, Quality it is EMC's trademark protect it

“Innovation is no longer just an in-house activity”

EMC²®